

**Hot off the press:** California Senate Bill 1050 requires that the following disclosure, enclosed by a box, now be added to notarized documents: A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document. Read more [here](#).



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# Briefly

## ► Things to remember in 2015

If you do business with the San Diego Unified School District, you'll want to put this on your calendar: On Feb. 2 at 2:00 pm, the ASA Economic Development & Government Relations Committee is meeting with SDUSD, and you're welcome to attend. Or, if you can't attend but want to add an agenda item, contact [Nancy Grimes](#).

Have you earned your **\$25 gift card** yet? ASA urges you to get out there and tell the association's story. Each time you recruit a new member or Industry Partner, you'll receive this reward. Email [Nancy](#) to get recruitment ideas and materials.



Have you made your arrangements to attend the third-annual **California Subcontractors Legislative Conference**? This year's event will be held on April 21. This is **your chance to learn about and lobby** controlled insurance programs by owners and contractors, change order prompt payment on public contracts, and a clean-up bill on SB 474, which reformed indemnity laws.

ASA is a Gold Sponsor of this day at the capitol.

## ► Opportunity is knocking - right now!

On Jan. 28, you'll have the chance to expand your business horizons at the year's first ASA Industry Partner Meeting with Hensel Phelps.

With a presence in San Diego since 1981, this general contractor has completed more than 60 prestigious projects, including the U.S. Federal Courthouse, the Hall of Justice, Smart Corner, Loew's Coronado, Aviara Four Seasons, Cymer, and Kaiser San Diego.

Hensel Phelps is very much focused on building strong relationships. The company consistently strives to assemble skilled teams that work in a collaborative fashion.



You can get an insider's view of Hensel Phelps and strengthen important business bonds with their representatives during an informal and productive event.

- January 28 - 5 pm to 7 pm
- Members only
- No walk-ins
- Limited to the first 25 members who register
- Get full details and [register today](#) to Meet Your General Contractor.

## ► Feeding the hungry

Stuffing ourselves over the holidays is probably a common occurrence in our own households, but for many San Diegans, hunger is a constant reality.

This past December, during our Holiday Casino Night, generous ASA members stepped up to fight hunger, donating a whopping 322 pounds of food - enough to provide 268 meals to people in need.



In thanking our ASA chapter, the San Diego Food Bank wrote, "Your efforts are truly valued and appreciated ... your contributions will assist children, senior citizens, disabled persons, men, women, and families throughout San Diego County."

## ► 5 percent retention cap for public works

Public works retention is capped at 5 percent unless a public entity finds the project to be "substantially complex." Thanks to SB 293, bid documents must include details explaining the basis for any such finding. This transparency allows contractors to challenge unfounded findings and enforce the 5 percent cap.



## ► The new line-up!

The word is out that ASA events are high-quality, productive, and fun. Most fill up fast. We urge you to save these dates now.

► *Members-only event*

► *Non-members welcome*

**JAN 28** Meet Your General Contractor - Hensel Phelps

**MAR 25** Member Showcase @ San Diego Auto Museum

**APR 21** ASAC Day at the Capitol

**APR 30** Meet Your General Contractor - DPR Construction

**MAY 01** Spring Fling Golf Tournament @ Carlton Oaks

**JUN 26** Sporting Clay Competition @ Lemon Grove Gun Club

**JUL 22** Awards Banquet @ Mission Valley Marriott

**JUL 28** Meet Your General Contractor - To be determined

**AUG 26** ASA Board Strategic Planning @ University Club

**SEP 23** General Contractor Showcase @ University Club

**OCT 28** Meet Your General Contractor - To be determined

**NOV 02** Fall Golf Classic @ San Diego Country Club

**DEC 9** Holiday Casino Night & Bay Cruise @ Bahia

## ► Your ASA president says ...

I hope you enjoyed the holidays, and I wish you a healthy and prosperous new year.

Speaking of prosperous, the construction industry is picking up, and my own firm and others are busier than ever. This is a positive sign that we are, I hope, coming out of the recession.

When you're out at jobs and working with new companies, it would be a perfect time to promote ASA membership. We currently offer pro-rated dues with and 20 percent off on top of that.

ASA has some educational seminars coming up that will provide information to save your company money. I encourage you to [register](#) for "Reduce Workman's Comp Costs" on February 10, and plan to attend the March seminar, "Mechanic's Lien."

In any group that we may belong to, be it personal or professional, when we talk about a recent event or meeting, we say things like, "That was neat" or "What they should have done was ..." or "The next time they should ..." or "The best part was when ..." I encourage you to share these comments with me or another Board member. We want to know what you think. I chuckle as I write this, because I think this is kind of like voting: You can't complain if you don't participate.

Here's the best part, though: Participating by offering your input is easy! It's the most effective way to improve your ASA without the time commitment of serving on a committee or the Board.

Last August during its Strategic Planning session, our ASA Board of Directors hashed out and adopted three key goals for the coming year.

Revamping what was then called the Government Relations Committee was a top priority. This group has been reinvented as the Economic Development and Government Relations Committee, and its members are dedicated to providing relevant services to us.

Increasing general contractor participation in the chapter's numerous events is also important. With more participation comes more opportunity to network and build the business relationships that benefit all parties.

Increasing ASA membership is the third goal set by the Board. "There's strength in numbers" is not just a saying.

Not an official goal set by the Board in August, but of critical importance nonetheless, is gaining your participation on one of the ASA's eight committees, all of which rely on member participation to be effective. Ready to join? Let [Sharon Jones](#) know of your interest, and she'll put you in contact with the appropriate chairperson.

On a final note, I want to thank you for allowing me to continue as your President.

David Blackston  
ASA President  
[davidb@dawhitacre.com](mailto:davidb@dawhitacre.com)



*We Build Relationships*

## ► Want to keep workers' comp costs down?

Did you know that falls from elevated surfaces are one of the most common causes of workers' compensation accidents in our industry? And that most of these accidents happen because workers don't follow basic ladder safety?



You can minimize ladder accidents by regularly reviewing and adhering to the basic safety and prevention tips outlined in [this article](#) written by Bill Bodensadt of ASA safety partner [CMR Risk & Insurance Services](#).

## ► New ASA members

Click on a company name to visit its website. Better yet, welcome these newcomers personally.

► [William J. Ward & Associates](#) – Mark Serino -- 858-453-5033 or [mserino@wjward.com](mailto:mserino@wjward.com)

► [T.B. Penick & Sons](#) – Mitch Miller – 858-558-1800 x441 or [mitchm@tbpenick.com](mailto:mitchm@tbpenick.com)

► [Simpson Strong Tie](#) – Scott Gossman – 858-967-2140 or [sgossman@strongtie.com](mailto:sgossman@strongtie.com)

► [General Coatings](#) – Craig Kinsman – 858-587-1277 or [cakinsman@gencoat.com](mailto:cakinsman@gencoat.com)

► [eSub Construction Software](#) – Wendy Rogers – 800-493-3782 or [info@esub.com](mailto:info@esub.com)

► [Kelar Pacific](#) – Heidi Bell – 858-455-4900 or [heidi.bell@kelarpacific.com](mailto:heidi.bell@kelarpacific.com)

## ► Member news is always big news

The latest innovation at [D.A. Whitacre Construction](#) is that its Steel Division is now an Authorized Butler Builder®. As such, the company will deliver both complete turnkey steel building projects and steel building packages only.

Diversification has already paid off for this ASA member: Whitacre will break ground soon on a 7,548-square-foot steel-only project at San Diego State University.

## ► There IS a free lunch, and it's publicity

Do you know that your ASA runs a large ad in every issue of Contractor News & Views, and this space is **FREE** to you for the asking?

Check out this [example](#) of what the Construction Division of CMR Risk & Insurance Services recently did, and email [Nancy Grimes](#) if you would like to see your company featured soon.



CNV is the San Diego construction industry's leading publication and a must-read for all of us. Your free company ad will be seen by the who's who of this industry.

## ► Anything new?

Just Briefly welcomes news from your company. We're always looking for items from our members. Send your news to [Sharon Jones](#) if you would like to see it published here.